

Message Text

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PAGE 01 STATE 235987

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ORIGIN EB-07

INFO OCT-01 ARA-10 ISO-00 COME-00 /018 R

DRAFTED BY EB/OCA/CM/JJREILLY

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R 231524Z SEP 76

FM SECSTATE WASHDC

TO AMEMBASSY BOGOTA

AMCONSUL SAO PAULO

INFO AMCONSUL CALI

AMCONSUL RIO DE JANEIRO

UNCLAS STATE 235987

E.O. 11652: N.A.

TAGS: BTRA

SUBJECT: BUSINESS TRAVEL: ROBERT CIZIK, PRESIDENT,
COOPER INDUSTRIES, INC., HOUSTON

1. ROBERT CIZIK, PRESIDENT, COOPER INDUSTRIES, INC., HOUSTON, TEXAS PLANS TO TRAVEL TO SAO PAULO OCTOBER 3-5, RIO DE JANEIRO OCTOBER 6-9, BOGOTA OCTOBER 10-12 AND CALI OCTOBER 12. HE HAS REQUESTED DEPARTMENT TO ARRANGE APPOINTMENTS WITH ECONOMIC-COMMERCIAL OFFICER HEFLIN IN SAO PAULO ON OCTOBER 5 AT 3:00 P.M. AND ECONOMIC-COMMERCIAL OFFICER GIBSON, TOGETHER WITH AMBASSADOR VAKY IF POSSIBLE, IN BOGOTA OCTOBER 11 AT 3:00 PM. CIZIK DID NOT REQUEST APPOINTMENT WITH OFFICERS OF CONSULATE IN CALI OR EMBASSY IN RIO. PURPOSE OF MEETINGS IS TO EXPLAIN COOPER OPERATIONS AND INVESTMENT PLANS AND TO OBTAIN BRIEFING ON LOCALECONOMIC AND BUSINESS CONDITIONS.

2. COOPER INDUSTRIES, INC. HAS ANNUAL SALES IN EXCESS OF \$500 MILLION AND 12,500 EMPLOYEES. COMPANY'S MAJOR PRODUCT LINES INCLUDE: (A) ENGINES AND COMPRESSORS FOR THE OIL AND GAS INDUSTRIES; (B) AVIATION SUPPORT AND MAINTENANCE
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PAGE 02 STATE 235987

EQUIPMENT; AND (C) HAND TOOLS FOR INDUSTRIAL AND CONSUMER

MARKETS (CRESCENT, LUFKIN, WELLER AND NICHOLSON LINES).

3. COOPER HAS SOLD IN BRAZIL FOR MANY YEARS AND HAS RECENTLY ESTABLISHED A SUBSIDIARY, NICHOLSON K & F DO BRASIL S.A. IN SOROCABA, WHICH PRODUCES FILES FOR AGRICULTURAL APPLICATIONS. COOPER HAS, UNTIL NOW, BEEN UNABLE TO SELL IN COLOMBIA BECAUSE OF IMPORT RESTRICTIONS, BUT IS PRESENTLY NEGOTIATING A FULLY-INTEGRATED JOINT VENTURE WITH ATILA DE COLOMBIA IN CALI TO MANUFACTURE FILES FOR BOTH AGRICULTURAL AND INDUSTRIAL USES.

4. DEPARTMENT HAS PLACED CIZIK IN TOUCH WITH HOUSTON DISTRICT OFFICE OF COMMERCE DEPARTMENT AND SENT HIM ECONOMIC TRENDS AND OTHER PUBLICATIONS ABOUT BRAZIL AND COLOMBIA. ROBINSON

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